

Message Text

UNCLASSIFIED

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51

ACTION COME-00

INFO OCT-01 AF-10 ISO-00 EB-07 RSC-01 /019 W

----- 025636

R 111029Z DEC 74

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 7160

INFO AMCONSUL KADUNA

AMEMBASSY LUSAKA

AMEMBASSY NAIROBI

UNCLAS LAGOS 11322

E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: ILLINOIS STATE IOGA TRADE MISSION

1. ONE AND HALF WORKING-DAY MISSION VISIT TO LAGOS WENT SMOOTHLY, AND MEMBERS EXPRESSED SATISFACTION WITH RESULTS.

2. MEMBERS MAINLY WITH PROSPECTIVE AGENTS AND DISTRIBUTORS. ALTHOUGH NO AGENCY AGREEMENTS WERE SIGNED OR SALES MADE, MEMBERS FELT THAT USEFUL CONTACTS WERE ESTABLISHED. MEMBERS PLAN TO FOLLOW-UP THESE INITIAL CONTACTS, AND SEVERAL EXPRESSED INTENTION TO RETURN TO NIGERIA NEXT YEAR.

3. RECEPTION ON FRIDAY EVENING, DEC. 6, HOSTED BY FIRST NATIONAL BANK OF CHICAGO (NIGERIA) LIMITED, BUT HELD AT HOME OF EMBASSY AGATT, WAS WELL-ATTENDED BY BROAD SPECTRUM OF NIGERIAN AND EXPATRIATE BUSINESSMEN AND NIGERIAN FEDERAL AND STATE OFFICIALS.

4. INTERNATIONAL HARVESTER REP STATIONED ABIDJAN FAILED TO ARRIVE LAGOS, ALTHOUGH EMBASSY HAD NOT BEEN INFORMED HIS PARTICIPATION IN MISSION CANCELLED.

5. EMBASSY BELIEVES THAT ONE AND HALF WORKING-DAY VISIT TO LAGOS TOO BRIEF, THAT MISSION COULD HAVE BENEFITTED BY LONGER STAY. SUGGEST THAT ALL FUTURE TRADE MISSIONS PLAN REMAIN LAGOS MINIMUM OF TWO WORKING DAYS. EMBASSY ALSO REQUESTS THAT COMMERCE ASK FUTURE MISSIONS TO KEEP LAST-MINUTE CHANGES OF SCHEDULE, UNCLASSIFIED

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HOTEL RESERVATIONS, INDEPENDENT TRAVEL BY MEMBERS, ETC.,

TO MINIMUM, AS THESE MOST DIFFICULT TO ARRANGE HERE.

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